

State of Illinois

Rod Blagojevich, Governor

Illinois Department of

Commerce and Economic Opportunity

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Illinois SBDC Annual Report





For twenty years, the Illinois Small Business Development Center has been a leader in helping the small business community. As a key component of the Illinois Entrepreneurship Network (IEN), the Small Business Development Center (SBDC) is supported by the Illinois Department of Commerce and Economic Opportunity and is a resource partner of the U.S. Small Business Administration. The SBDC provides statewide business assistance services to new and expanding businesses.

The information contained in this Annual Report depicts the services available and provided during calendar year 2004 through the Small Business Development Center and other programs of the Illinois Entrepreneurship Network.

The mission of the Illinois Entrepreneurship Network is to provide comprehensive business assistance, training, information, advocacy and access to critical resources to help Illinois small businesses and start-up entrepreneurs enhance their competitiveness and ability to succeed in a rapidly changing, global economy.

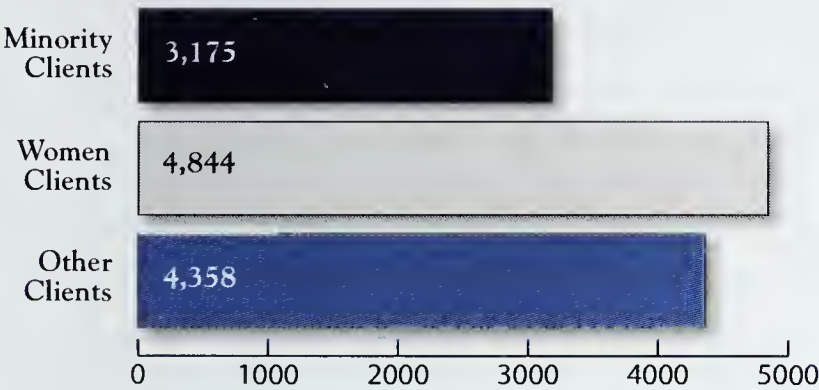
Through the Illinois Small Business Development Center and Illinois Entrepreneurship Network, a variety of free services are available to assist pre-ventures and growing Illinois companies. Services include:

- Business management assistance
- Technical training resources
- Market information
- Assistance with financial analysis
- Business education and workshops
- eBusiness services

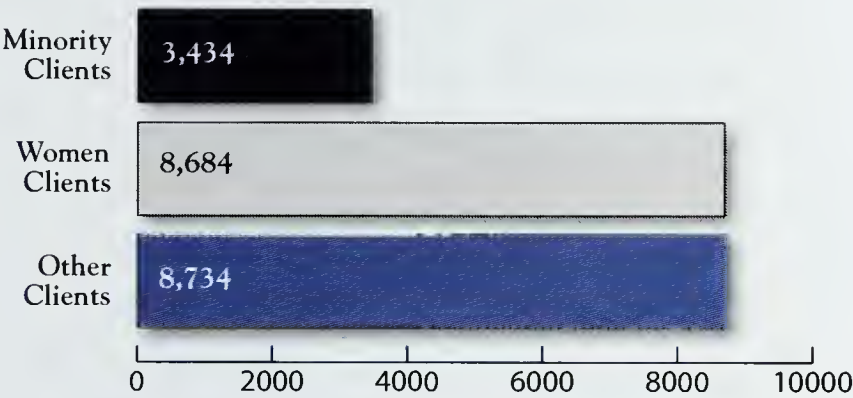
2004 SBDC 20th Anniversary

2004 SBDC CLIENTS SERVED

12,377 clients received one-on-one business counseling through the Small Business Development Center.



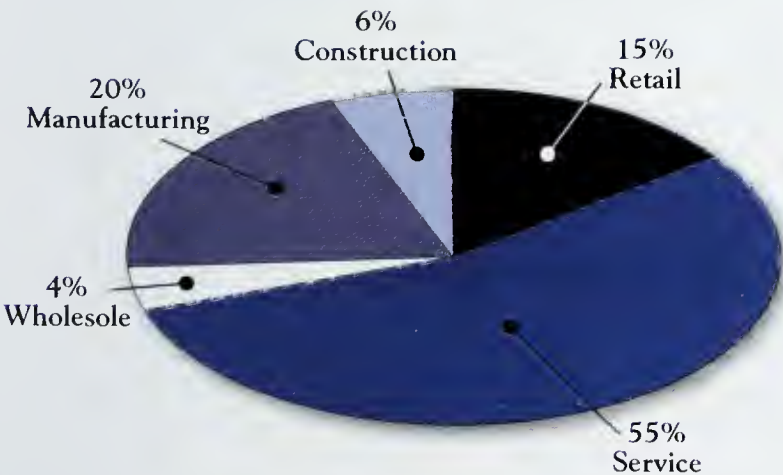
20,852 clients received business training from the Small Business Development Center.



2004 ECONOMIC IMPACT AND CAPITAL FORMATION OF THE ILLINOIS SBDC

- 3,396 Jobs created
- 3,050 Jobs retained
- 327 New business starts
- 162 Business expansions
- \$ 46.7 million in Non-Debt financing
- \$ 98.5 million in Debt financing

2004 SBDC in Business Clients by Business Sector



The Illinois Entrepreneurship Network also provides specialized business services for particular sectors of our state's economy.

SBDC International Trade Centers

(Export Assistance)

- Evaluation of a company's export readiness
- Easy access to foreign markets
- Pricing and transportation Information
- Foreign trade activities and trade show schedules
- International market resources and trade leads
- Specialized assistance through NAFTA Opportunity Centers
- \$ 171.3 million in Export Assistance

Procurement Technical Assistance Centers

(Government Contracting)

- Assistance with bid applications
- Targeted contracting opportunities
- Bar code and packaging information
- Government standards and specifications
- Quality assistance guidelines
- Contract administration information
- \$ 491.5 million in Government Contract Assistance
- 603 jobs created
- 1,943 jobs retained

Illinois Entrepreneurship Network Business Information Center

Located in DCEO's Illinois Entrepreneurship Network, the IEN Business Information Center (formerly known as the First Stop Business Information Center) is the single statewide resource for individuals and businesses to obtain comprehensive regulatory and permitting information. In addition, Business Information Center staff provided professional guidance to entrepreneurs by linking them to state and local resources.

In 2004, staff provided regulatory, licensing and other business information to 19,385 people and sent out 6,531 Business start-up kits.

NxLevel Entrepreneurial Training Program

The NxLevel Entrepreneurial Training Program is a training curriculum used to help potential and present entrepreneurs learn skills needed to create, develop and strengthen business ventures. Classes offer hands-on practical training

by experienced business educators. Courses of study include NxLevel curriculum for:

- Business Startups
- Entrepreneurs
- Alternative Agricultural
- Micro-Enterprise
- International Trade
- Youth Entrepreneurial

Illinois trained 238 NxLevel participants in 2004 and have 68 certified instructors. The NxLevel Entrepreneur, Startup and Microenterprise curriculums are located in 23 Small Business Development Centers throughout the state and within the Illinois Institute for Entrepreneurship Education.

2004 CLIENTS TRAINED AT NXLEVEL SESSIONS

- 150 Entrepreneur curriculum
- 38 Micro-Enterprise curriculum
- 50 Startup curriculum

Small Business

Environmental Assistance Program

Located in a non-regulatory agency, the Small Business Environmental Assistance Program helps small businesses understand environmental requirements. Since its inception, the program has assisted over 110,000 clients with services that include:

- Confidential compliance assistance
- Toll-free help line
- Free quarterly newsletter *Clean Air Clips*
- Easy-to-read fact sheets and guides
- Directories of environmental resources and consultants
- Workshops
- Environmental Recordkeeping Calendars
- Permit applications on the DCEO Web site:
www.ilsmallbiz.biz





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ILLINOIS SMALL BUSINESS DEVELOPMENT CENTER



A Partnership Program with
the U.S. Small Business Administration.



**Illinois Department of
Commerce and Economic Opportunity**

The Small Business Development Center is partially funded by the U.S. Small Business Administration in partnership with the Illinois Department of Commerce and Economic Opportunity. All SBA programs are extended on a non-discriminatory basis.

**Illinois Department of
Commerce and Economic Opportunity**

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